

Message Text

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PAGE 01 MUSCAT 00135 080844Z

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ACTION NEA-10

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E.O. 11652: N/A

TAGS: BEXP BAGB MU

SUBJECT: FOREIGN GOVERNMENT AGRIBUSINESS OPPORTUNITY: MANAGEMENT
CONTRACT FOR FLOUR MILL

1. 523/01/T-001

2. 020876

3. L.B. WARREN

4. 523 OMAN

5. N

6A. CABLE TO

6B. ALI DAWOOD, UNDER SECRETARY

6C. MINISTRY OF COMMERCE AND INDUSTRY, P.O. BOX 550, MUSCAT,
SULTANATE OF OMAN; CABLE: WIZARAH, MUSCAT; TELEX: MB 351 WIZA
ARAH, MUSCAT.

7. NO FORMAL TENDER--MINISTRY HAS REQUESTED EMBASSY TO INFORM
U.S. COMPANIES OF MANAGEMENT OPPORTUNITY.

8. NO STATED DEADLINE, BUT MINISTRY HAS ASKED FOR QUICK
RESPONSE BY FIRMS WISHING TO NEGOTIATE WITH MINISTRY.
NEGOTIATIONS WOULD REQUIRE VISIT TO OMAN.

9. 201

10. 2041111 WHEAT FLOUR FOR DOMESTIC USE, SHIPPED BY
TRUCK. FINAL OUTPUT OF MILL ESTIMATED AT 37,800 TONS OF
FLOUR PER YEAR.

2044051 BRAN PELLETS, OUTPUT OF 7,200 TONS PER YEAR.

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11. REMARKS:

A. MANAGEMENT CONTRACT: FLOUR MILL, NOW UNDER CONSTRUCTION, IS OWNED BY OMAN FLOUR MILLS CO., LTD., A PARTNERSHIP OF PRIVATE OMANI FIRMS AND OMAN GOVERNMENT. COMMERCE MINISTRY IS SEEKING FOREIGN FIRM TO RUN THE MILL ON LONG-TERM CONTRACT, AND MINISTRY HAS MADE SPECIAL APPROACH TO EMBASSY TO GET AMERICAN COMPANIES INVOLVED. MANAGEMENT CONTRACT WOULD BE FOR 5 YEARS, RENEWABLE SUBJECT TO NEGOTIATIONS. CONTRACT WOULD BE FULLY FUNDED BY OMANGOV: MINISTRY WISHES TO NEGOTIATE PRICE OF CONTRACT, BUT SIMILAR CONTRACTS FOR OTHER PROJECTS HAVE BEEN ON ORDER OF \$2 TO \$5 MILLION PER YEAR.

B. PROJECT BACKGROUND: MILL IS CURRENTLY BEING CONSTRUCTED BY MOTHERCAT, LTD., OF LEBANON. EQUIPMENT IS FURNISHED BY BUHLER BROS. OF SWITZERLAND. CONSTRUCTION SHOULD BE COMPLETE BY END OF 1976, AND OMANGTV HOPES TO COMMISSION PROJECT BY JANUARY 31, 1977. GRAIN FOR FLOUR MILL WILL BE STORED AT PORT QABOOS IN MUTRAH IN SILOS WITH TOTAL CAPACITY OF 30,000 METRIC TONS.

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